

Business help you can use! Available **throughout** and **after** the conference programs

■ **Learn about business successes and opportunities through the one billion dollar school project!**

- **One-on-one** business counseling
- Business **information** booths
- Important contacts for **your business success**
- **Networking** opportunities
- Advisors available to answer **your** questions
- **Straight talk** from the professionals

CONFERENCE SPONSORS

U.S. Small Business Administration (SBA)
Counselors to America's Small Business (SCORE)

CONFERENCE SUPPORTERS

Black Chamber of Commerce of WNY
Buffalo & Erie County Public Library
Buffalo Economic Renaissance Corp./OSP
Buffalo Branch National Association for
the Advancement Colored People
Buffalo Urban League
Business First of Buffalo

Empire State Development
ECC, Dept. of Workforce Development
Erie County Industrial
Development Agency
Hispanos Unidos de Buffalo
Internal Revenue Service

NYS Taxation & Finance
Rayford Enterprises (d/b/a Rayford Concrete)
Small Business Development Center (SBDC)
at Buffalo State
Workforce Development Consortium, Inc.
Wyoming County Industrial
Development Agency



U.S. Small Business Administration
111 West Huron Street
Room 1311, Federal Building
Buffalo, New York 14202

Telephone: (716) 551-4301
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E-mail: sba@buffalo.com

Straight Talk 2005



Saturday, January 22, 2005 • 8:00 am – 1:30 pm • Erie Community College City Campus

Straight Talk 2005

Your Future In Business: A Formula For Success

When? Saturday, January 22, 2005

Where? Erie Community College City Campus
121 Ellicott Street, Buffalo, New York

Cost? \$10.00

Agenda

8:00 am	Registration
8:30 - 9:00 am	Conference Introduction
9:15 - 10:15 am	Business Basics Introductory Session
10:30 - 11:30 am	First Seminar Choice
11:45 - 12:45 pm	Second Seminar Choice
1:00 - 1:30 pm	Rap Session

Several seminars will be held during each time slot

Includes continental breakfast

FREE PARKING is available at the Adams Ramp
(N. Division & Ellicott Street, behind the bus terminal).

SPECIAL GUESTS INVITED

Erie County Executive
JOEL GIAMBRA

City of Buffalo
MAYOR ANTHONY MASIELLO

SBA Regional Administrator

Mt. Olive Baptist Church
REV. WILLIAM GILLISON

For more information call 551-4301

Fax us at 551-4418

E-mail us at SBA@BUFFALO.COM

REGISTER TODAY!

PRE-REGISTRATION DEADLINE: JANUARY 18th.

Please make your check out to **SCORE**; then fill out the form below;
and mail it with your check to:

U. S. Small Business Administration
111 West Huron Street • Room 1311 • Buffalo, New York 14202

Name _____

Address _____

City _____

State _____

Phone _____

Zip _____

**PLAN ON ATTENDING "BUSINESS BASICS"
AND PLEASE SIGN UP FOR 2 ADDITIONAL SEMINARS:**

BUSINESS BASICS: What you need to get started or expand: business plans and the other key parts of successful business strategy.

- | | |
|--|---|
| <input type="checkbox"/> Show Me the Money | <input type="checkbox"/> Myths & Realities of Being Certified |
| <input type="checkbox"/> Make Yourself Credit Worthy | <input type="checkbox"/> Taxes, Permits, Licenses, Oh My! |
| <input type="checkbox"/> We Did It! You Can Too! | <input type="checkbox"/> Home-based Business Issues |



INTRODUCTORY SESSION: BUSINESS BASICS

What you need to get started or expand: business plans and the other key parts of successful business strategy. ■ Presented by:

Susan McCartney and Clifford Bell, SBDC at Buffalo State College; Dan Caufield, Buffalo & Erie County Public Library; and Michael Heftka, Wyoming County IDA



SEMINAR: MAKE YOURSELF CREDIT WORTHY

Cleaning up your personal credit history. How to build yourself a good financial track record. ■ Presented by: Dolores McCarley, President, Resource Planning Associates Inc. and Laurie Schaller, Consumer Credit Counseling Services of Buffalo, Inc.

SEMINAR: WE DID IT! YOU CAN TOO!

Successful small business owners share their stories, inspiration, survival tips, and the ups and downs of their business success. ■ Presented by: Oscar Rayford, Rayford Enterprises and Sundra L. Ryce, President, SLR Contracting & Service Company

SEMINAR: SHOW ME THE MONEY!

How to apply for a small business loan. How to obtain financial assistance and help. ■ Presented by: Paul Hoffman, SBA; Paul Leone, ECIDA; Marie F. Currie and Lorrie A. Abounader, BERC; Nancy LaTulip, First Niagara Bank; and Michael W. Laipple, Ciminelli Construction Company



SEMINAR: THE MYTHS & REALITIES OF BEING CERTIFIED

Certification for SBA, WBE, DBE, and MBE: the gateway to achieving business plan goals with dollars and sense. ■ Presented by: James Branch, SBA 8(a) Program; Gerald McDuffie, Empire State

Development; Adrian Rodriguez, County of Erie/City of Buffalo; and Mohamed Mohamed, NYS Department of Transportation



SEMINAR

TAXES, PERMITS, AND LICENSES, OH MY!

Starting your business the right way. Answers to commonly-asked questions on: licensing, permits, tax relief provisions for small business, NYS sales tax, and the IRS. ■ Presented by: Karen Occek, Internal Revenue Service; Gary Ziolkowski, Department of Permits & Inspection Services; and Suzanne Reusch, NYS Department of Taxation & Finance

SEMINAR: HOME-BASED BUSINESS ISSUES

Doing home-based business the right way: tax issues, how to present yourself professionally, support systems, information trends, and more. ■ Presented by: William Danesi, SCORE; and John Eagan and Russell Grosjean, Erie Community College

SPANISH INTERPRETERS AVAILABLE

